# GETTING A START

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### GETTING A BETTER POSITION.

The stagnant pool is useless and a menace to health. Its water is unfit to drink, and its sluggishness will not turn a water wheel. It either dries up or it remains a blot on the landscape.

The man who stays where he is, without thinking of bettering his condition is like the stagnant pool, for sooner or later, unless he attempts to create a current, he will, like the pool, dry up or else remain an unwelcome member of society.

Conversely, however, there is always as much danger in attempting to rush as there is in remaining placid.

The mountain torrent, although active, does not have the body or the quantity of energy necessary for utilization.

However profitable your position may be, you have a right to consider advancement, but when you carry this consideration beyond the lines of ordinary caution, and plunge, leap and run, you are likely to dash yourself to pieces and to be no better off—perhaps worse off—than you would have been had you remained at a standstill.

Do not be dissatisfied with your lot to the extent of making yourself miserable. Be dissatisfied only in so far as it will encourage you to look ahead and to attempt, with the use of your common sense, to better your condition.

Do not make a move until you are reasonably sure that it will lead to improvement; and, further, do not take undue chances.

If you have a family or others dependent upon you, you have no right to jeopardize their interests and your own by taking speculative chances.

Plant yourself firmly upon the rock of your present position. Reach out into the unknown with both your hands. Look for opportunity. When you think you have found it, subject it to every reasonable test, for half of that which masquerades under the name of opportunity is no firmer than the idle wind which seems to come from nowhere and to go nowhere.

Half of the failures of the world are due to stagnation, to placidity, to a refusal to move when opportunity suggests it, and the other half is made up of those men who are forever dissatisfied, discontented, and over-ambitious; who, without thought, jump for the first line that dangles before them, without waiting to see whether the other end is firmly fastened.

Thousands of young men have thrown up present positions because something else seemed better. They knew how badly off they were where they were, and they did not investigate the future or attempt to analyze apparent or real opportunity. They plunged ahead, leaving a good foundation, that they might reach what appeared to be higher ground, and many of them floundered in the quicksand between.

Keep your feet firmly planted upon the foundation of the present, always looking ahead and upward. But look, and keep on looking, for days, and weeks, and months, and years, before you allow this looking to influence your action, or until you have reasonable proof that what seems to be is a reality.

The ship without an anchor is as unsafe to navigate as one with torn and battered rigging.

### DON'T ANTAGONIZE.

Nobody asks you to shelve your independence or to forget your individuality. You have a right to your opinion, and there is no reason why you should not express it and live up to your convictions. There is a vast difference, however, between displaying manly courage and carrying a chip on your shoulder.

If you are in business, your success will be dependent, not wholly upon your trading ability, but upon your personality, and the way you treat your customers and those with whom you come in contact.

Millions of dollars' worth of trade has been lost because salesmen have vented their spleen upon their customers, have annoyed them in little as well as in big ways, and aroused in them a feeling of antagonism, which is sure to react against the store, as well as against the salesman in it.

A great many people will tell you that they avoid certain stores and certain salespeople, simply because they are not treated with common courtesy, and because the sellers do not seem to be interested in them as buyers.

Few salesmen seem to realize that courtesy—plain and simple politeness—is one of the greatest selling assets and that it contributes largely to success.

One may not be by nature a good seller of goods, and he may be deficient in many other respects; but, if he is uniformly courteous, if he shows a marked interest in the customer and is obliging, he is likely to sell more goods than is an expert salesman who fails to realize the importance of courtesy.

The popular salesman not only makes, but holds, customers.

Thousands of buyers will wait a quarter of an hour, or even longer, in order to trade with their favorite salesman. They feel at home with him. He meets them with a smile, and is, or appears to be, interested in their affairs, although he is not obtrusive. The customer instinctively feels his friendship.

Courtesy is valuable in every walk of life, in business and out of it. The polite man or woman is always popular, provided he does not carry his courtesy into flattery.

The popular man is not always the man of great intellect, but he knows how to make friends, by a charm of manner, by a kindliness of spirit, which is readily felt, by a real or apparent unselfish interest in those with whom he is associated.

Popularity counts in business, and counts mightily. Popularity makes friends, and friends in the mart of trade mean customers.

Those little things, which may seem to be of no account, frequently stand between success and failure.

The great trouble with people nowadays is that they look into the clouds and prepare themselves to handle matters of importance, forgetting that things of consequence are but collections of little things, and that nothing great can be accomplished until the accomplisher has perfected himself in the small matters which collectively produce the finished product.

Not what you do, if you are on the firing line of business, but how you do it, counts.

### In Venezuelan Forests.

There were many good rubber forests in the interior of Venezuela in the old days, and for several years I was engaged, sometimes alone and sometimes in partnership, in outfitting—"grubstaking"—native rubber cutters, and then buying the crude rubber upon their return to my camps, writes an explorer. My own profit on the rubber was about 500 per cent, but this did not, as you may think, represent an imposition on the natives, since my own posts were far in the interior, and I had a lot of trouble in getting the product out to transportation. One of my routes of travel was by the many lagoons and rivers which indent the Venezuelan coast, by means of which men in canoes can penetrate far into the interior of that wild region. The Guawoona country was at the end of a considerable chain of lagoons, and where the ground rose rather abruptly into the hilly and almost inaccessible forests. This was good rubber country and, though the Guawoonas themselves never brought down any rubber, they were exceedingly jealous of anybody invading their chosen domain.

I had several bands of halfbreeds working for me who would hunt rubber as a miner does gold. No chances were too great if they promised a good haul of rubber. Several sanguinary conflicts had occurred with the Guawoonas, and I almost decided to forbid my men entering their territory, although there was little hope of controlling these resolute natives or knowing where their trails would lead once they plunged into the tropical jungles.

### Some Difference.

"Now, dis am de question, pahson:" stated Brother Skinpaw. "When de millinnium comes will folks quit working?"

"No, sah!" replied sage old Parson Bagster. "Dey will quit bein' worked."—Kansas City Star.

### A Forced Loan.

Sport—I say, old chap, can you let me have two fives for a ten?

Longe—Sure. Here they are.

Short—Thanks. I'll hand you the ten in a day or so.

"Don't nurse opportunity too long—take it into active partnership with you at once, lest it leave you for other company."

## DIFFERENT TYPES OF DAIRY ICEHOUSES

Farmer's Icehouse With Milk Room.

(Prepared by the United States Department of Agriculture.)

The dairy division of the United States department of agriculture has been investigating the different types of icehouses in use by dairymen, and has studied the advantages of each type. Only a small number of the icehouses examined by the department's specialists were built of new lumber.

In many instances ice was stored in the cellar under the house or barn, or in the corner of some building, such as a woodshed, corncrib, or barn, or under the driveway leading to the barn, and occasionally it was simply stacked outdoors with no roof for protection. Where the ice was stored in cellars, open sheds or in stacks, the loss from melting was comparatively large, depending on the ventilation, drainage and care in packing. Where the cost of harvesting ice is a small item, dairymen often say that it is less expensive to store in such places than to go to the expense of building an up-to-date icehouse. Where ice is stacked outdoors and covered with some form of insulation, it is necessary to put up from 30 to 50 per cent more than the amount previously allowed, so as to provide for the heavy shrinkage.

The ice should be stored as near the milkhouse as possible, in order to save labor in removing it to the milk tank. A great many dairymen find it an advantage to have the milk room in one end of the icehouse. In this way the cost of a separate tankhouse is eliminated. The small amount of time and labor required to transfer the ice to the cooling tank generally acts as an added incentive for the free use of ice. It is highly important that the milk room, whether combined with the icehouse or standing alone, be located so that objectionable odors will be avoided.

In comparing the different methods of storing ice, it was found that where the cost of ice was comparatively high it was advisable to spend enough money in building and insulating the icehouse to protect the ice from melting as much as possible, but in cases where the cost of the ice was small it appeared that the owners were often justified in building a cheaper storage with a relatively high loss of ice from meltage. The dairyman therefore should consider both the cost of construction and the cost of the ice in selecting the type most suitable for his requirements.

Some farmers store their ice in roughly constructed bins. One of this sort was seen, made by placing large posts of irregular sizes three feet in the ground and about four feet apart, and upon these were nailed a miscellaneous lot of boards; no roof was provided. The shrinkage was reported from 30 to 50 per cent. Ice might be stored in this manner for some purposes, but this method is not recommended for a dairy farm. Furthermore a bin of this sort is very unsightly and is an indication of slack methods in farming. Where ice is cheap and building material high, it might be permissible as a temporary arrangement; but it is not so economical a method as may appear at first sight, for the cost of the ice lost in the shrinkage would generally amount to more than the interest on the cost of constructing a serviceable icehouse.

An instance was observed in which a corner of a woodshed, about twelve feet square and ten feet high, had been converted into an ice shed. This corner of the woodshed had been roughly boarded up and about 14 inches of sawdust placed around the ice on all sides, top, and bottom. The cost of the building was very little, and the shrinkage was reported at about 20 per cent. The owner stated that softwood sawdust is a much better insulation than hardwood sawdust.

The icehouse in the illustration measures 15 by 20 feet on the outside and 8 feet high. At the front or south end a room 15 by 6 feet is partitioned off and used for a milk room. The remaining space, 15 by 14 feet by 8 feet high, after allowing for 6 inches of wall, 12 inches of sawdust on the sides, 12 inches on the bottom, and 18 inches on the top, will provide space for about 17 tons of ice. This house is built on high, sloping ground, where the soil is porous, consequently the drainage is satisfactory. The foundation is made of concrete (mixture 1 to 6), 1½ feet wide at the bottom and sloping gradually until the top measures 8 inches. The sills which rest on the foundation are 6 by 6 inches, upon which are erected 2 by 6 inch studding with 24-inch centers. On the top of the studding rests a 2 by 6 inch plate, and the studs are sheathed inside and outside with rough boarding. The outside is then covered with weatherboarding. The roof has a two-thirds pitch and is constructed of 2 by 4 inch rafters, 24-inch centers, boarded and covered with shingles. In each gable is located a slat ventilator, 2½ by 1½ feet, which with the high pitch of the roof allows for an abundance of free circulation of air over the ice. The milk room is provided with two glass windows 3½ by 2 feet, one in each end. The milk room is provided only with a movable ice-water tank, 3½ by 4 by 3 feet, in which are placed the cream cans. A rope and pulley which are fastened to the ceiling are used in transferring the ice from the icehouse up and over the wall and lowering it into the tank. The material and labor for constructing this combination milk- and icehouse amounted to $125. The shrinkage on the 100 cakes in storage was estimated at about 15 to 20 per cent. The ice in this house cost 2 cents a cake, exclusive of hauling and storing.

## GOOD FEED FOR YOUNG FOAL

### Colt Should Be Taught to Nibble at Grain With Dam—Weaning Made Rather Easy Task.

Are you giving that young foal the proper care? To become a strong, sound horse, when matured the foal must be well nourished and given every advantage possible.

The foal should be taught to eat grain very early. By placing the feed box from which the dam eats her grain now, the foal, at about two months of age, will begin nibbling with the mother, and will soon acquire a taste for the grain.

A pen built in one corner of the field made high enough to keep the mare out and allow the colt to pass under will make it possible to feed the foal grain with very little difficulty. Allow the mare in the inclosure with the foal for a few times, and it will soon learn to go in itself. Keep a liberal supply of grain, preferably oats and bran, and perhaps some cracked corn, in the feed box. To induce the dam to loiter about with the colt, have the pen near a shade tree or the salt box.

By weaning time the foal will have become thoroughly accustomed to eating grain and will wean very easily, besides being in better condition as a result of this additional feed.

### Handy Door Fastener.

To prevent doors from swinging back and forth, staple a ring into the door cleat far enough from the end of the cleat so that it does not interfere with the closing of the door. Push the door back and fasten with a strap with a snap in it, to the building. Have the strap eight or ten inches long and slack enough so that the door can be fastened. This will be found a convenient device for all doors or windows that are on hinges and are to be left open.

### Kindness and Safety.

A barrel of water in the hay or grain field, and a pail to each horse at about ten o'clock on a hot day and again at about three o'clock is not only kindness but a measure of safety for the horse.

## Temperance

(Conducted by the National Woman's Christian Temperance Union.)

### LIQUOR TRAFFIC A PERIL.

Prohibition is inevitable in this country, says the Boston Advertiser. With practically the whole world conceding that alcohol is a bad handicap to any nation, and that the abolition of its use means a healthy—not an artificial—increase in the efficiency of the average producer, public sentiment in this country is going to wipe out the saloon, just as it has wiped out such nuisances as the polluted public or private water supply, or the manufacture of poisoned foods or embalmed meatstuffs. They were abolished because they were a danger to national safety and efficiency. And the saloon is certain to be abolished in precisely the same way and for precisely the same reason.

### TWO PLAGUES.

The great white plague, tuberculosis, kills 100,000 persons a year; $8,000,000 was spent last year to destroy it and prevent its further spread. All are working to destroy it. Plague two, the liquor traffic, kills yearly from 500,000 to 700,000. Suppose that 200,000 doctors, 200,000 nurses, 50,000 grave diggers, 10,000 casket and coffin makers, should petition congress, petition legislatures, demand of politicians that tuberculosis must not be stamped out. Their trades, professions, prosperity demand that the plague be left at liberty, just licensed and regulated. A world-wide cry of horror would arise. But that is what we do with the worse plague of the liquor traffic.—Exchange.

### AS LIQUOR SELLER SEES IT.

Being interviewed by a newspaper reporter on the subject of prohibition—one which is on everybody's tongue—Barney Grogan, a well-known Chicago liquor dealer, had this to say:

"If they voted the wet-dry question in Chicago some Sunday morning the whole city would go dry. It's the men and women who are wet personally who will finally decide the issue. They are flopping about and will try it as an experiment. Maybe they will go back—maybe not. They don't know exactly where they are at—especially the morning after pay day. But the prohibition wave is getting bigger every day."

### POINT WELL TAKEN.

Last year the Illinois legislature voted to found a colony for epileptics. In a number of states these are already well established institutions. A home for these unfortunates is necessary, but why did we not likewise ten years ago establish a hospital for those wounded and maimed in the insane celebration of the Fourth of July? Instead, we instituted the sane Fourth and almost completely did away in a decade with any need of medical care whatever for our celebrants. Alcohol as a drink must go. It is an economic absurdity.—Charles F. Read, M. D., Illinois Medical Journal.

### MODEL FARM.

A great model farm on which no liquor shall be sold, and where instruction in stock raising and farming shall be given for the benefit of the public, is provided for by the will of William R. Nelson, former editor and owner of the Kansas City Star. The clause relating to liquor reads, "No person shall, during the thirty-year period, sell on said lands any spirituous, malt or vinous liquors of any kind."

### REDUCED TAXES.

The tax rate for Juniata county, Pa., has been reduced from 6 to 4½ mills. As there was a decrease of $33,000 in the debt of the county during one year of curtailed license and two years of absolutely no license, the county commissioners felt they could afford to grant this reduction to the taxpayers. Juniata county maintains no almshouse and finds little use for one even under the present business depression.

### PATRIOTIC DUTY.

General Joffre, communicating his decree of prohibition for the French army to the newspapers at Nancy, said: "It is the duty of all patriots to fight alcoholism in all its forms. Everyone must understand that anything capable of diminishing the moral and material strength of our army constitutes a real crime against national defense in face of the enemy."

### BARLEYCORN'S INFLUENCE.

"I have recently reported on a separate study of 269 murderers. Alcohol was used to excess by 41.5 per cent, while but 12.6 per cent were abstainers. Nearly half were under the influence of alcohol when the crime was committed and 27.9 per cent had a history of previous arrest for drunkenness."—Dr. Rock Sleyster in Everybody's.